

**BEFORE THE
PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA
DOCKET NO.: 2020-234-T | Carolina Procurement Institute**

In Re: Application of Carolina Procurement)
Institute, LLC for Class E (HHG))
Certificate Household Goods, as defined)
in S.C. Code Ann. Regs S103-210(1):)
Between Points and Places in S.C.)

SHIPPER WITNESS
PREFILED TESTIMONY

1. What is your name and business address?
 - a. Patricia Andrews
Andrews & Associates, LLC
109 Sailing Club Dr.
Columbia, SC 29229
2. What do you do for a living?
 - a. Real Estate Sales, Coaching, Training & Consulting
3. What is your background?
 - a. I have 20 years of experience in the field of Criminal Justice and 20 years Real Estate experience.
4. How long have you lived in the area?
 - a. I have lived in Columbia, South Carolina since 1997.
5. What does your company do?

- a. Real Estate Sales, Coaching, Training and Consulting
6. What is the mix of your business between residential and commercial?
 - a. I have a mix of 90% residential and 10% commercial business.
7. How is business right now for you and your company?
 - a. Business has been steady. Mortgage Interest rates are low resulting in a high demand for purchases and sales.
8. What markers of growth have you identified in your market the area?
 - a. Increase in residential real estate sales resulting in unusual demand for relocation;
 - b. Increase in new home construction;
 - c. Increase in the amount of military families retiring to the Midlands area based upon cost of living and access to Military Post and VA Hospitals;
9. Tell us about any particular industries that may be connected to the construction of new residential and commercial properties in your market area.
 - a. The proximity to Fort Jackson and Shaw AFB provides a consistent influx of residential and commercial sales.
10. Do you have any personal knowledge about people moving within South Carolina from one location to another in the recent past? If so, please explain.
 - a. Yes. The trends appear to be movement from Northern Parts of US to include New York, New Jersey, Virginia, and Marilyn. Many of my recent past clients have come from these areas also Texas (military retirees).

11. What do you know about the moving companies that are currently serving the areas you currently serve or have knowledge of?
- a. Military retirees and corporate relocation clients utilize moving companies on a regular basis.
12. Do you think the moving market or the market for movers can handle another moving company in the area? If so, please explain.
- a. Yes Based upon my experience, there are many companies and individual families constantly relocating to and from this area, resulting in a need for responsible & reliable moving companies
13. Do you just keep a list of moving companies that you trust, use, and recommend?
- a. Yes. I have a few that I have used and can suggest to my clients if needed
14. When you are working with homeowners, how often are you asked for help finding moving companies?
- a. On average about 20 %.
15. How do you know Mr. Gary Washington?
- a. I have worked with him as a local professional affiliated with my small business-consulting agency.
16. If Mr. Washington's company gets the certification or gets the authority it is seeking in this application, will you refer clients to his company?
- a. Yes, I would definitely add him to my trusted Vendor list.